

**MINUTES OF THE RHODE ISLAND  
REAL ESTATE COMMISSION**

**DATE: July 10, 2014**

**TIME: 9:15 A.M.**

**LOCATION: Department of Business Regulation**

**Real Estate Section**

**John O. Pastore Center**

**1511 Pontiac Ave. Bldg. 69-1**

**Cranston, RI 02920-0942**

**Members Present:**

**Gregory M. Dantas, Olivia Byron, Thomas Foley, Deborah Cordeiro, Brenda Marchwicki and William J. DeLuca, Real Estate Administrator, DBR.**

**Non Members Present:**

**Norma Mousseau, Education Director of RI Association of Realtors, Monica Staaf, Legal Counsel for RI Association of Realtors, Ellen Balasco, Deputy Chief of Legal Services, DBR and Lisa J. Crenca, Real Estate, DBR**

**Chairperson Brenda Marchwicki called the meeting to order at 9:25 AM.**

**Chairperson Marchwicki asks for a review of the minutes from the previous meeting. Olivia Byron made a motion to accept the minutes from the June meeting and seconded by Thomas Foley. Motion passed.**

**The following continuing education courses were reviewed:**

**Thomas Foley and Brenda Marchwicki had both reviewed the education submitted for the course approval meeting on July 8, 2014. Thomas Foley presented the recommendations to the Board.**

## **CAREER WEBSCHOOL:**

### **Online Renewals:**

- 58 Cost Approach Overview**  
**6 Hours**
- 59 Income Capitalization Overview**  
**6 Hours**
- 61 RESPA Reform**  
**3 Hours**

- **62 Sales Comparison Approach**

**6 Hours**

**New Online Course:**

- **Prequalifying Your Buyer in Today's Market**

**3 Hours**

**Deborah Cordeiro made a motion to accept the courses as recommended. Thomas Foley seconded the motion. Motion passed.**

**COLDWELL BANKER RESIDENTIAL BROKER:**

**Class Renewals:**

- **C46 At Home with Diversity\***

**6 Core**

- **65 New Agency Law**

**3 Core**

- **R01 Closing & Settlement**

**3 Hours**

- **R-2011 Doing a CMA, Current & Historical Market Data**

**3 Hours**

**New Course:**

- **CR1-A Architectural Styles**

### **3 Hours**

**Thomas Foley made a motion to accept the courses as recommended. Gregory Dantas seconded the motion. Motion passed.**

**The following courses for Eastern Real Estate School, were reviewed and presented by Brenda Marchwicki**

#### **EASTERN REAL ESTATE SCHOOL:**

- **Sales Pre-Licensing**

**45 Hours**

- **Broker Licensing**

**90 Hours**

**Olivia Byron made a motion to accept the courses as recommended. Thomas Foley seconded the motion. Motion passed.**

**The following courses were reviewed and presented by Thomas Foley.**

#### **HUNTER ACADEMY OF REAL ESTATE:**

##### **Class Renewal:**

- **Nuts and Bolts of Home Inspection I**

**3 Hours**

- **Nuts and Bolts of Home Inspection II**

**3 Hours**

**Deborah Cordeiro made a motion to accept the courses as recommended. Gregory Dantas seconded the motion. Motion passed.**

**MCKISSOCK, L.P.:**

**Online Renewal:**

- **3703 Liens, Taxes and Foreclosures**

**3 Hours**

**Gregory Dantas made a motion to accept the courses as recommended. Thomas Foley seconded the motion. Motion passed.**

**NATIONAL BUSINESS INSTITUTE:**

**New Course:**

- **Real Estate Foreclosure: A Step by Step Workshop**

**6 Core**

**Deborah Cordeiro made a motion to accept the courses as**

**recommended. Olivia Byron seconded the motion. Motion passed.**

## **THE CE SHOP:**

### **Online Renewal:**

- **E018 BPOs: The Agent's Role in the Valuation Process**

**6 Hours**

- **E019 e-Pro Certification Program: Day 1**

**6 Hours**

- **E020 e-Pro Certification Program: Day 2**

**6 Hours**

- **E021 Seniors Real Estate Specialist (SRES) Designation Course**

**12 Hours**

### **New Course:**

- **E042 Enhance Your Brand & Protect Your Clients with Data Privacy & Security**

**3 Hours**

**Thomas Foley made a motion to accept the courses as recommended. Gregory Dantas seconded the motion. Motion passed.**

## **THE RHODE ISLAND ASSOCIATION OF REALTORS:**

### **In-Class Renewals:**

- **501 Buyers Agent: Fundamentals of Buyer Representation**

**3 Hours**

- **019 Code of Ethics**

**3 Core**

**Online Renewals:**

- **360 Property Management and Managing Risk**

**6 Hours**

- **362 Real Estate and Taxes**

**6 Hours**

- **358 Risk Management**

**6 Hours**

- **357 Understanding Credit and Improving Credit Scores**

**6 Hours**

**Deborah Cordeiro made a motion to accept the courses as recommended. Thomas Foley seconded the motion. Motion passed.**

**\*\*New Online School:**

**ONLINEED, INC.**

**7405 SW BEVELAND RD.**

**PORTLAND, OR 97223**

**503-670-9278**

**JEFF SORG- EDUCATION DIRECTOR**

**\*\*Approval pending decision on education and instructor approval.**

**New Online Course Submissions:**

- **Advanced Contract Law**

**3 Core**

- **Environmental Issues 1**

**3 Core**

- **Environmental Issues 2**

**3 Core**

- **Ethics**

**3 Core**

- **Fair Housing**

**3 Core**

- **Buyer Agency**

**3 Hours**

- **Residential Property Inspection**

**3 Hours**

- **Risk Management**

**3 Hours**

**Deborah Cordeiro made a motion to accept the courses as recommended. Thomas Foley seconded the motion. Motion passed.**

**Instructors:**

- **Marilee Mascarenhas: Oregon Broker (Onlineed, Inc.)**



**Thomas Foley made a motion to accept the courses as recommended. Gregory Dantas seconded the motion. Motion passed.**

### **3. Old Business:**

**Deborah Cordeiro brought up for discussion the new language being used in certain Purchase and Sales agreements and her concerns for consumer protection for buyers. Discussion ensued. It was determined that the situation was not within the department's purview but could be discussed with the organizations using the document by members outside of the Board.**

### **4. New Business:**

**William DeLuca discussed the latest Department's satisfaction survey and the overall satisfaction for issues being resolved was a 95.4%.**

### **5. Opportunity for Public Comment:**

**Monica Staaf advised the Board that the Contractor's Board was going forward to be able to license Home Inspectors by the end of the year.**

**Lisa Crenca advised that several Brokers have not renewed and the associated Salespersons may be licensed but not their Broker. The Department can advise if anyone has a question regarding the Broker on this issue. The Department will look into this matter and take the appropriate action.**

**Monica inquired about the use of “nicknames” for individuals. William DeLuca advised the Department had a similar situation which was resolved with a letter from the individual’s attorney.**

**Motion to adjourn made by Deborah Cordeiro and seconded by Thomas Foley. Motion passed.**

**Meeting adjourned at 10:08 AM.**

**Respectfully submitted,**

**William J. DeLuca  
Real Estate Administrator**